

Small Business Wholesale Distribution Company

Introduction

This case study of a small business wholesale distribution company is based on an August 2017 survey of HC3 customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“Much less time spent on monitoring, updates, implementation, etc.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select HC3:

- Realized the following operational challenges by deploying HC3:
 - Enabled virtualization without complexity
 - Reduced time spent managing Infrastructure
 - Improved availability of critical workloads
 - Improved scalability of Infrastructure
 - Improved disaster recovery
 - Reduced IT operating costs
- Purchased their HC3 system for the following reasons:
 - For Infrastructure Refresh (replacing aging hardware)
 - To support higher uptime SLAs for critical workloads
 - To support business growth expectations or new business initiatives
 - To reduce operational costs

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Small Business

Industry:
Wholesale Distribution

Use Case

The key features and functionalities of HC3 that the surveyed company uses:

- Purchased HC3 over the following vendors:
 - Hypervisor – VMware
 - Hypervisor – Microsoft Hyper-V
 - Dell Servers / SAN
 - HP Servers / SAN
- Has 1 IT personnel responsible for infrastructure.
- Runs 10-24 Virtual Machines on HC3.

About HC3

Scale Computing integrates storage, servers, and virtualization software into an all-in-one appliance based system that is scalable, self-healing and as easy to manage as a single server.

Results

The surveyed company achieved the following results with HC3:

- Rated the following HC3 capabilities in terms of how differentiated they from the competition:
 - Single vendor support: very differentiated
 - Scalability: very differentiated
 - Reliability: very differentiated
 - Ease of implementation: differentiated
 - Ease of use: differentiated
- Sees the following as the biggest benefits of Scale Computing HC3:
 - Ease of use
 - Ease and speed of implementation
 - High availability of Virtual Machines
 - Reliability
 - Scalability
 - Single vendor support
- Reduced the time their IT staff spends managing infrastructure by 25-49% after deploying HC3.

Source: TechValidate survey of a Small Business Wholesale Distribution Company